

### STONEPEAK INFRASTRUCTURE PARTNERS

Fall 2015



### The Stonepeak Formula

# Stonepeak believes its niche strategy – built on team and track record – provides a compelling opportunity

#### INFRASTRUCTURE

- Long-lived, essential, difficult-to-replicate, hard-asset businesses
- Focus on stable, visible cash flows supported by long-term contracts or sustainable competitive advantage
- Cash yield typically provides a substantial portion of the overall return during the investment hold period

### MIDDLE-MARKET

- Strong deal flow driven by multitude of family and privatelyowned companies
- Greater opportunity for "off-the-run" sourcing
- Lower entry multiples create greater opportunity for multiple expansion

#### NORTH AMERICA FOCUSED

- Growing economies, with political stability and rule of law
- Developed capital markets underpin deal financing / exit opportunities
- Market drivers: shale energy revolution; renewable power buildout; replacement / upgrade of aging core infrastructure

#### **VALUE-ADD**

- Through operational improvement and pursuit of meaningful growth opportunities
- Active partnership with top management teams
- Leveraging Stonepeak's experience and network

Strong returns to date for Fund I (these IRRs would be expected to moderate over time as the Fund matures)1:

IRR: 42% / 23% (gross / net)

Money multiple: 1.5x / 1.3x (gross / net)

Weighted average annual yield: 9% (gross)



### Investment Focus – Infrastructure Target Sectors



#### **Midstream Energy**

- The emergence of horizontal / directional drilling and the discovery of new oil and gas production basins has, in our view, resulted in a once-in-a-generation build-out of associated new infrastructure
- Target investments include contracted pipelines, storage, processing facilities, and crude-by-rail terminals



#### **Power Generation**

- Increasingly strict environmental standards, historically cheap natural gas prices, the need for flexible generation capacity to integrate new renewable energy supplies, and tightening reserve margins (especially in the South / Gulf Coast and California) present significant opportunities for gas-fired power generation in our view
- · Target investments include operating or construction-ready contracted gas-fired generation projects



#### **Alternative Energy**

- Government investment incentives, ambitious renewable portfolio standard (RPS) requirements, rapidly improving technology (and declining costs), and the emergence of distributed generation business models have, in our view, combined to create massive investment opportunities in alternative energy
- · Target investments include contracted solar, wind, and energy storage opportunities



#### Water

- Aging infrastructure, increasing environmental requirements, lack of capital and a fragmented U.S. water industry owned by public sector, are factors which we believe push the trend towards the involvement of the private sector
- Target investments include water desalination projects, consolidation of small-scale water utilities, alternative water technologies, water reuse and wastewater treatment



#### **Transportation**

- Rail has experienced strong pricing power as a result of high utilization and an inability to expand track miles
- Rising long-term cost trend in trucking driven by fuel prices, congestion
- Investments may include port infrastructure, highly defensible barge and terminal businesses (e.g. Tidewater), and short line / regional railroads with roll-up opportunities



#### **Telecommunications Infrastructure**

- The ubiquitous penetration of smartphones and ever increasing list of connected devices (including tablets, wearables, cars, appliances, etc.) has resulted in significant growth in wireless data usage, necessitating a continued rapid expansion of wireless towers and antenna infrastructure
- Target investments include wireless towers and distributed antenna systems (DAS)



### **Stonepeak Team & Operations**

#### **INVESTMENT TEAM**



MICHAEL DORRELL

Senior Managing Director Co-Founder

18 years of experience Formerly Blackstone and Macquarie



TRENT VICHIE

**Senior Managing Director Co-Founder** 

18 years of experience Formerly Blackstone and Macquarie



LUKE TAYLOR

**Senior Managing Director** 

Infrastructure investment experience: 14 years

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**Brian McMullen**Managing Director



George Watts
Principal



Jack Howell Principal



Daniel Schmitz
Vice President
Head of Investor Relations



James Wyper Vice President



Emily Goergen
Vice President



Spencer Ryan Associate



Somin Yoo Associate



**Ben Judson** Associate



Karly Wentz Associate



Petros Lekkakis Analyst

#### **OPERATIONS**



Paul Minton Chief Financial Officer



Peter Bruce (Chief Operating Officer)



Adrienne Saunders (General Counsel / CCO)



**Stephanie Kokinos** (Director of Administration)

#### OPERATING PARTNERS<sup>1</sup>



JEFFRY M. MYERS

Power Generation Former co-founder, Chairman and CEO of Pristine Power Inc. 30 years of experience



MARK ROSNER

Transportation
Former Director - Public Private
Partnerships at BNSF Railway
25 years of experience



JOHN M. TRANI

Operations
Former GE senior executive with
CEO experience across multiple
businesses
40 years of experience



DENIS HUGHES

Gov't Relations
Former President of the NY AFLCIO, Chairman of the Federal
Reserve Bank of New York
40 years of experience



FORREST WYLIE

Midstream
Former CEO and Chairman of
Buckeye; Co-Founder of NuCoastal
Energy
25 years of experience



SCOTT HOBBS

### Midstream Former Director of Buckeye and

SunCoke, COO of Coastal, and CEO of CIG Resources 35 years of experience



<sup>&</sup>quot;Operating Partners" are not employees or affiliates of Stonepeak. For additional information, please see "Important Information" at the end of this presentation.

### Fund I Portfolio Overview

**Fund I: Strong Returns and Broad Sector Diversification** 

	* NorthStar	TIDEWATER	THE CARLSBAD  Desalination Project  Enhancing Water Relating Auf San Grego County	· CCR·	PARADIGM	verticalbridge	ENERGIZING Co.	extense and a moonectivity Everywhere	Overall Fund I Portfolio
DATE	August 2012	December 2012	December 2012	October 2013	March 2014	November 2014	April 2015	July 2015	In third year of inv. Period
STATUS	Realized (Aug. 2014)	Active, operating	Active, Q4 2015 COD	Active, operating	Active, operating	Active, operating	Active, Q2 2016 COD	Active, Operating	Diverse set of operating assets
EXCLUSIVELY SOURCED	<b>✓</b>	Limited auction	✓	✓	<b>✓</b>	✓	✓	Limited auction	Emphasis on "off-the-run" deals
ASSET CLASSIFICATION <sup>1</sup>	Core	Value-Add	Core	Core Plus	Core Plus	Core Plus	Core	Core Plus	Balanced
SECTOR	Renewables	Transport	Water	Transport	Midstream	Comms. Infrastructure	Electric Transmission	Comms. Infrastructure	Diversified portfolio
FUND I COMMITTED EQUITY	\$11m	\$120m	\$107m	\$64m	\$350m	\$150m	\$247m	\$247m	\$1.3bn committed

While still relatively early in Fund I's life, we believe the results to date validate Stonepeak's strategy and focused approach to infrastructure investing



### **Current Market Conditions**

Investment Type		Expected Long Term Hold Gross IRR	Expected Leverage	· · · · · · · · · · · · · · · · · · ·	
Too expansive today	1	Operating Core Infrastructure	8%	High - 80%	A challenging risk-return equation, with no margin for error. There is very little chance of exceeding the base case. If anything goes wrong, there is a chance of capital impairment. The distribution of returns is skewed to the downside.
Too exp too	2	Greenfield Core / core- plus Infrastructure – engage at financial close	10%	High - 80%	Typically 200 bps of additional return to compensate for construction risk. Again, we feel this is a challenging risk-return equation, for all the same reasons described above for operating core infrastructure.
Fund I focus to date	3	Greenfield Core / core- plus Infrastructure – engage with high quality developer well prior to financial close	14-18%	Low to moderate	In our view, easily the best risk-return equation in the infrastructure market today. This strategy requires specialized sourcing, ability to identify and assist the right development partner, as well as a substantial investment of time and human resource. The risk is the same as for 2 above. However, returns are 400-800 bps higher, and leverage is lower.
Lange 4	4	Core-plus and Value-add operating Infrastructure	Varies	Varies	Although most deals are expensive, it is possible to find "pockets of value". Tidewater and Vertical Bridge are excellent examples.
ate	5	Expand the definition of infrastructure	Varies	Varies	In our view, this is more appropriately classified as a private-equity style investment not appropriate for an infrastructure fund.
Outside mandate	6	Greenfield value-add infrastructure	Varies	Varies	We believe this is more appropriately classified as a private-equity style investment not appropriate for an infrastructure fund. A volume risk greenfield toll-road is an example.
Outsi	7	Opportunistic infrastructure	Varies	Varies	We believe this is more appropriately classified as a private-equity style investment not appropriate for an infrastructure fund. A power plant without a long term PPA is an example.

Past or projected performance is no assurance of the future results. See important legal disclosure at the end of this document Gross IRR and Gross MOIC based on standalone investment performance, not taking into account management fees and expenses, taxes or carried interest



### **Downside Protection**

### Protection of capital in a downside scenario is our foremost requirement in any investment

Factor	Commentary
Take-or-pay contracts	7 of our 8 investments have take-or-pay contracts which collateralize invested capital.
Leverage level	The overall portfolio is levered 42% versus typical infrastructure projects which are levered as much as 80%+.
Leverage structure	All debt is / will be long term, fixed rate. Carlsbad is 30 years. Northstar was 18 years. Tidewater is 10 years. VB is currently short term but is about to be replaced with a 10+ year securitized (ABS) facility.
Deal structure	3 of our investments are senior to equity in the capital stack – CCR, Carlsbad, Magnolia.
Construction risk	In all cases of new-build investments, construction risk has been laid off to counter parties.
Development risk	We have taken no material development risk. The highest exposure we have is \$1.5MM to each of Eagle Pines and Clean Path, which is via a secure loan.
Entry multiple	In our view, all 8 of our investments represent entry multiples / expected rates of return that are materially superior to what would be achieved in an auction process. This provides a significant margin of error.



# Fund I Portfolio Company Case Study Northstar Renewable Power Corp (Realized)



### **INVESTMENT OVERVIEW**

DATE OF INVESTMENT	August 2012
LOCATION	Ontario, Canada
OWNERSHIP	100% at investment (since sold)
STATUS	Realized (August 2014)
SECTOR	Renewables
EQUITY INVESTED	\$11m

### **BUSINESS OVERVIEW**

- 11.2MW DC solar farm in Napanee, Ontario
- Invested at COD (no construction or development risk)
- Highly visible long-term contracted cash flows
  - 20-year fixed price PPA for 100% of plant production to the local distribution company (Hydro One: A+/A1 rated)
  - Matching 20-year full-coverage O&M contract including minimum performance guarantee
  - 20-year fixed-price land lease
  - 20-year, fixed-rate, fully amortizing debt structure
- · Established technology and highly experienced supplier
  - Canadian Solar shipped 3.4GW in 2012/2013 (#3 supplier)
  - Backed by 20-year vendor performance warranty

### PROJECT SITE



### **INVESTMENT PERFORMANCE**

- Realized distributions over first two years of operations represented ~40% of initial equity investment (including replacement of DSRA with LC)
- ✓ Completed sale of Northstar to Dutch Infrastructure Fund in August 2014:
  - Capitalized on significant tightening of equity hurdle rates for operating, fully-contracted solar assets
  - Mitigated risk of continued currency depreciation and increases in interest rates (and corresponding impact on asset valuations)



<sup>1)</sup> Such returns are not representative of overall returns and there can be no assurance that any unrealized investment will be realized at such current valuation. Please see "Important Information" at the end of this presentation.

## Fund I Portfolio Company Case Study Carlsbad Desalination Project



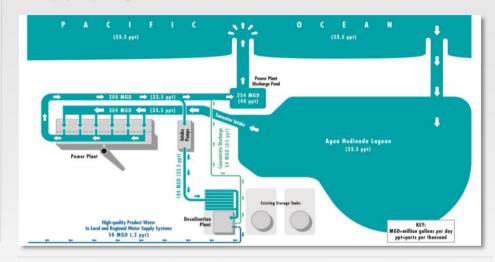
### **INVESTMENT OVERVIEW**

DATE OF INVESTMENT	December 2012		
LOCATION	Carlsbad, California		
OWNERSHIP	60%		
STATUS	Active, Estimated COD in Oct 2015		
SECTOR	Water		
EQUITY COMMITTED	\$103m		

### **BUSINESS OVERVIEW**

- Water desalination plant expected to produce 50m+ gallons daily, which would represent 10% of San Diego's drinking water and make it the largest in the western hemisphere once operational
- Low operational risk / stable cash flows (no price or volume risk) producing double-digit projected cash flow yield:
  - 30-year off-take for full production of plant with AA-rated counterparty
  - 30-year fixed-price O&M agreement
  - Minimum production guarantee from OEM
  - Fully amortizing debt structure (no refinancing risk)
- Construction delivered under fixed-price, date-certain turnkey construction contract with Peter Kiewit, backed by an AA-rated insurance wrap

### PROJECT SITE



### **INVESTMENT PERFORMANCE**

- $\checkmark$  Construction on track to meet / exceed November 2015 COD target date
  - Plant expected to complete commissioning and achieve full mechanical completion in early October 2015, followed by a one-month full plant performance test prior to the start of commercial operations in November 2015
  - Plant and pipeline construction substantially complete
    - i. Currently in commissioning and testing phase
    - ii. On track for November 2015 target commercial operations date
    - iii. Successfully managed through ~3 year construction period in line with expected budget and schedule
- Evaluating potential upsize of plant capacity and negotiation of amendment of offtake agreement for sale of excess water



<sup>1)</sup> Such returns are not representative of overall returns and there can be no assurance that any unrealized investment will be realized at such current valuation. Please see "Important Information" at the end of this presentation.

# **Expected Fund II Terms**

TARGET FUND SIZE	• \$2.5 billion
GP COMMITMENT	<ul> <li>The lesser of 1% of capital commitments and \$20 million</li> </ul>
PREFERRED RETURN	<ul> <li>8% per annum</li> </ul>
CARRIED INTEREST	■ 20%
MANAGEMENT FEE	<ul> <li>1.50% on committed capital during the investment period and invested capital thereafter</li> </ul>
INVESTMENT PERIOD	<ul> <li>Five years from the first closing date</li> </ul>
TERM	<ul> <li>12 years from the first closing date with up to three one-year extensions (subject to objection by the L.P. Advisory Committee)</li> </ul>



### Conclusion

- We believe our investment strategy has allowed Fund I to achieve premium returns across a well-balanced, low-risk portfolio of core infrastructure assets:
  - Exclusive focus on the U.S. and Canadian infrastructure middle-market
  - Consistent ability to source "off-the-run" deals
  - Securing and structuring investments where the downside is well-protected and returns are skewed to the upside
  - Hands-on approach to operational value creation
- We expect Fund II to adhere to these same tenets, with appropriate adjustments to reflect changing market conditions



### **Important Information**

This presentation is provided upon request to certain institutional investors in one-on-one presentations for discussion and informational purposes only to provide background information with respect to Stonepeak and its investment activities and is not an offer to sell or the solicitation of an offer to buy an interest in Stonepeak Infrastructure Fund II LP (the "Fund") or any other current or future vehicles or funds controlled by Stonepeak. This presentation does not constitute an offer to sell or a solicitation of an offer to purchase any security of the Fund or any other investment fund, vehicle or product sponsored or managed by Stonepeak. The distribution of this presentation in certain jurisdictions may be restricted by law. This presentation does not constitute an offer to sell or the solicitation of an offer to buy in any state of the United States or other U.S. or non-U.S. jurisdiction to any person to whom it is unlawful to make such offer or solicitation in such state or jurisdiction.

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In considering investment performance information contained in this presentation, prospective investors should bear in mind that past or projected performance is not necessarily indicative of future results and there can be no assurance that the Fund will achieve comparable results or that any projected returns or yields will be met. Unless otherwise indicated, all internal rates of return and cash yields are presented on a "gross" basis (i.e., they do not reflect deduction for management fees, organizational expenses, partnership expenses, the general partner's carried interest, taxes, and other expenses to be borne by investors in the Fund, which in the aggregate are expected to be substantial, and will result in net returns being materially lower). For a description of such types of fees and expenses with respect to the Fund, see Form ADV Part 2A maintained by Stonepeak Partners LP, a copy of which will be furnished to each investor prior to its admission to any Stonepeak Fund. Actual realized value of currently unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions and circumstances on which the current unrealized valuations are based. Accordingly, the actual realized values of unrealized investments may differ materially from the values indicated herein.

The target and projected returns presented herein are based on Stonepeak's "base case" underwriting assumptions, which Stonepeak currently believes are reasonable under the circumstances, but there is no guarantee that the conditions on which such assumptions are based will materialize or otherwise be applicable to the Fund's investments. These underwriting assumptions are intended solely to provide prospective investors with information regarding Stonepeak's internal "base case" analysis of the underlying investments, and should not be considered to be a projection, estimate, forecast, guarantee or other indication of future performance. No assurance, representation or warranty is made by any person that any of the target returns or underwriting assumptions will be achieved and no investor should rely on the underwriting assumptions. Actual realized returns on unrealized investments will depend on, among other factors, future operating results, pace of deployment, EBITDA growth, customer growth, commodity prices, taxes, capital expenditures, working capital requirements, expected holding period, the value of the assets, and market conditions at the time of disposition, legal and contractual restrictions, any related transaction costs, and the timing and manner of sale, all of which may differ from the assumptions and circumstances on which the valuations used in the prior performance data contained herein are based. Further detail regarding the various components underlying each assumption is available upon request. Such assumptions may require modification as additional information becomes available and as economic and market developments warrant. Any such modification could be either favorable or adverse. The assumptions have been prepared based on Stonepeak's current understanding of the intended future operations of the company, Stonepeak's current view in relation to future events and financial performance of the company and various estimations and assumptions made by Stonepeak and by the company's manage



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### **Important Information**

Prospective investors should be aware that an investment in the Fund involves a high degree of risk. The following is a summary of only certain considerations and is qualified in its entirety by the more detailed "Risk Factors and Potential Conflicts of Interest" which will be set forth in the Private Placement Memorandum, which must be read carefully prior to investing in the Fund.

No Assurance of Investment Return. There can be no assurance that the Fund's objectives will be achieved or that a limited partner will receive any distribution from the Fund. An investment should only be considered by persons who can afford a loss of their entire investment.

Leveraged Investments. The assets in which the Fund invests (including those discussed herein) are expected to employ significant leverage. The leveraged capital structure of such assets will increase their exposure to certain factors such as rising interest rates, downturns in the economy, or deterioration in the financial condition of such assets or industry. In the event an asset cannot generate adequate cash flow to meet its debt service, the Fund will suffer a partial or total loss of capital invested in the asset, which would adversely affect the returns of the Fund and/or the performance of its investments.

No Market for Limited Fund Interests and Restrictions on Transfer. Interests in the Fund have not been registered under the securities laws of any jurisdiction, and, therefore, cannot be sold unless they are subsequently registered under applicable securities laws or an exemption from registration is available. There is no public market for Interests in the Fund and one is not expected to develop. A Limited Partner will generally not be permitted to assign, sell, exchange, or transfer its Interest in the Fund without the consent of the general partner (which consent may not be unreasonably withheld).

Failure to Make Payments. If a limited partner fails to make capital contributions or other payments when due to the Fund, such limited partner will be subject to various remedies including, without limitation, preclusion from further investment in the Fund, reductions in its capital or loan account balance, and a forced sale of its Interest in the Fund.

Highly Competitive Market for Investment Opportunities. The activity of identifying, completing and realizing attractive investments is highly competitive and involves a high degree of uncertainty. There can be no assurance that the Fund will be able to locate, consummate and exit investments that satisfy the Fund's rate of return objectives or realize upon their values or that it will be able to invest fully its committed capital.

Reliance on the General Partner and the Investment Advisor. The success of the Fund will depend in part upon the skill and expertise of the professionals of employed by the General Partner. The interests of these professionals in the general partner and the investment advisor should tend to discourage them from withdrawing from participation in the Fund's investment activities. However, there can be no assurance that such professionals will continue to be associated with the general partner or its affiliates throughout the life of the Fund.

